

*Title:* **NEW ADB BUSINESS OPPORTUNITIES,  
PROPOSED PROJECT PREPARATORY  
TECHNICAL ASSISTANCE (PPTA) PROJECTS  
JUNE 2006**

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This report alerts U.S. firms to **US\$ 3.5 million** in new, potential procurement of consulting services under the Asian Development Bank's (ADB) technical assistance (TA) grant programs which are expected to lead to a loan. Opportunities are reported for Azerbaijan, Cambodia, China, Mongolia and Vietnam. For 2005, U.S. firms, including many small consulting firms, succeeded in winning US\$46.26 million ADB-funded national technical assistance contracts out of a total ADB-financed consulting budget of US\$410.03 million.

The ADB selects a consultant for a TA project based on its prior Expression of Interest (EOI). An EOI can be transmitted on-line through the ADB's website ([www.adb.org](http://www.adb.org)); afterward it will be acknowledged automatically. Firms may opt to send a hardcopy follow-up EOI addressed to Mr. Robert J. Robertson, Director, Consulting Services Division, with a copy to the ADB Project Officer. The EOI should relate a firm's experience and expertise to the ADB project. It is important for a U.S. firm to emphasize its similar project experience in the country, or in a similar geographic area, rather than present a general profile of its consulting activities. A separate EOI should be submitted for each project. The project name indicated in the EOI should exactly match that listed in the ADB Business Opportunities publication to avoid confusion.

To be considered for employment, consulting firms must register on the ADB's DACON (Data on Consulting Firms) system, or for individual consultants, on the DICON (Data on Individual Consultants) system. Otherwise, their EOIs will not be accepted. DACON and DICON registration can be done on-line at [www.adb.org/consulting](http://www.adb.org/consulting).

ADB's DACON (<http://www.adb.org/Consulting/dacon.asp>) is a database of firms and other organizations from the ADB's member countries that are qualified to provide consulting services for ADB projects. The DACON contains information on the experience and capacity of the firms and organizations. ADB requires firms or organizations to register on the DACON so that the ADB can consider them for short-listing for a technical assistance project. The term "firm or organization" covers all sources of consultants, such as consulting firms, government agencies, public sector organizations, national and international institutions and non-government organizations (NGOs).

The DICON (<http://www.adb.org/Consulting/dicon.asp>) system contains the names of persons who are citizens of ADB's member countries; are at the forefront of their respective fields; and may be practicing consultants or employees, whose organizations are prepared to release them for short periods to serve ADB; or retired persons with special experience who are still active.

Firms may also send a notification copy of their EOIs to the U.S. mailing address for the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov). Information about these projects are likewise available on our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

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**PROJECT PREPARATORY TECHNICAL ASSISTANCE (PPTA) PROJECTS  
JUNE 2006**

**A. AZERBAIJAN**

**Project Name** : **Preparing Water Supply and Sanitation in Secondary Towns Project**  
**Project No.** : AZE 37346-01  
**Executing Agency** : AzerSu JSC  
**TA Amount** : US\$ 500,000.00  
**Sector/Sub-sector** : Water Supply, Sanitation & Waste Management /  
Water Supply & Sanitation

**Objectives and Scope:**

The goal of the project preparatory technical assistance (PPTA) is to improve reliability and quality of affordable drinking water supply and sanitation in secondary and tertiary regional towns, thereby improving living conditions and health of the poor and vulnerable groups. The outcome of the TA is an investment project designed for ADB financing to achieve the goal. The TA will (i) analyze and propose measures to strengthen WSS in the secondary and tertiary regional towns; and (ii) prepare an investment project to rehabilitate WSS infrastructure and improve WSS services in the selected towns for possible ADB funding. The TA will determine the scope of the project. The ensuing loan project is expected to establish new water utilities in several towns (with private sector participation) with strong operational and managerial capacity. It is also expected to support investments to rehabilitate pumping stations, strengthen pipe networks, introduce supply zoning, and install meters.

**Consulting Services:** The total consultants' input required for TA implementation is estimated at 91 person-months (pms): 14 international and 77 domestic.

**Environmental Assessment:** Required.

**Project Processing Stage:** Fact-finding Mission Completed: 27 March 2006.

**Recruitment of Consultants:** Recruitment of consultants will be in accordance with ADB Guidelines on the Use of Consultants.

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## **B. CAMBODIA**

**Project Name** : **Financial Sector Development Program II**  
**Project No.** : CAM 34389-01  
**Executing Agency** : To be determined.  
**TA Amount** : US\$ 650,000.00  
**Sector/Sub-sector** : Finance /Banking Systems

### **Objectives and Scope:**

The project preparatory technical assistance (PPTA) will assist in the selection of appropriate policy conditions and help build capacity within the implementing agencies so that they are better able to fulfill those conditions. The overall goal will be to support the Government in developing a sound and efficient financial system that enhances resource mobilization and contributes to sustainable economic growth. This will be pursued through: i. Development of the banking sub-sector – effective prudential supervision of banks and non-bank financial institutions; enhanced competition to reduce transaction costs, introduction of new products and services; extension of facilities to the rural areas. ii. Legal and Regulatory framework – effective implementation of laws and regulations adopted during FSPL I and the development of relevant laws and accompanying regulations necessary for the effective functioning of the financial sector. iii. Development of the insurance sub-sector – implementation of revised insurance law and accompanying regulations, divestment of state-owned insurance and re-insurance companies, strengthened supervisory function, and increased competition to reduce costs and introduce new products and services. iv. Inter-bank and money markets development – implementation of approved laws and accompanying regulations for the payments system and inter-bank and money markets. V. Further strengthening of the financial market infrastructure, including information infrastructure, accounting and auditing institutions, and commercial arbitration centers. Vi. IT project for NBC – feasibility study and a report on the outcome of discussions with officials of the NBC project design for the IT loan.

**Consulting Services:** Consulting services yet to be determined.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Beginning of Fact-finding Mission: May 2006.

**Recruitment of Consultants:** Requirements for consulting services to be completed during Fact-finding Mission.

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**C. CHINA**

**Project Name :** Energy Conservation and Resource Management  
**Project No. :** PRC 39653-01  
**Executing Agency :** Government of Guangdong Province (GGP)  
Contact: Mr. Li Shuyuan, Director, PMO  
Address: Government of Guangdong Province  
Dept. of Finance of Guangdong Province  
Tel. No.: (86-20) 8333-6260; Fax. No.: (86-20) 833-0007  
E-mail: [lisy@ggwbo.gov.cn](mailto:lisy@ggwbo.gov.cn)  
**TA Amount :** US\$ 300,000.00  
**Sector/Sub-sector :** Energy /Energy Sector Development

**Objectives and Scope:**

The project preparatory technical assistance (PPTA) will help the executing agency (EA), the Government of Guangdong Province, to prepare an energy conservation and resource management project in Guangdong Province. The project preparatory TA outcome will be an agreement with the EA and central Government on project design, detailed feasibility report, and implementation arrangements for the Project.

**Consulting Services:** The TA will be carried out by a team of consultants with experience in institutional, economic, financial, environmental, and social analyses; and impact evaluation and monitoring. The international consultants will include (i) an energy economist; (ii) a financial and institutional specialist, and (iii) a social/resettlement/environment specialist. The domestic consultants will include (i) a private sector development specialist, (ii) an energy economist, (iii) an environmental specialist, (iv) a social and resettlement specialist, (v) a financial analyst, (vi) an institutional specialist, and (vii) an evaluation and monitoring specialist. An estimated total of 37 person-months of consulting services will be required: 8 for international and 29 for domestic services.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Fact-finding Mission Completed: 12 May 2006.

**Recruitment of Consultants:** Recruitment of consultants expected to take place in June 2006.

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**D. MONGOLIA**

**Project Name :** Agricultural and Rural Development  
**Project No. :** MON 39229-01  
**Executing Agency :** To be determined.  
**TA Amount :** US\$ 650,000.00

**Sector/Sub-sector :** Agriculture & Natural Resources /  
Agriculture Production, Agroprocessing, & Agrobusiness

**Objectives and Scope:**

In support of the ADB strategy, the goal of the project will be to ensure sustainable agricultural contribution to national economic development. The purpose of the project will be to increase the competitiveness of agricultural products as well as to raise the productivity and profitability of agricultural producers. This will also require strengthening institutional capacity and public support for agriculture and rural development.

**Consulting Services:** 18 person-months of international consultants: agriculture economics; agroprocessing/supply chain management; rural infrastructure; livestock/dairy; meat; wool/cashmere; environment. 36 person-months domestic consultants: economics; agronomy; animal health; pasture management; livestock/dairy; meat; wool/cashmere.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Beginning of Fact-finding Mission: June 2006.

**Recruitment of Consultants:** Recruitment of consultants is expected by August 2006.

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**E. VIETNAM**

**E.1: Project Name :** Health Sector Development Program  
**Project No. :** VIE 40019-01  
**Executing Agency :** Ministry of Health  
Contact: Dr. Duong Huy Lieu, Director  
Address: Dept. of Planning and Finance, Ministry of Health, Hanoi  
Fax. No.: (844) 846-3703  
**TA Amount :** US\$ 250,000.00  
**Sector/Sub-sector :** Health, Nutrition, & Social Protection /Health Programs

**Objectives and Scope:**

The program is proposed to support Ministry of Health (MOH) policy measures for health system development and Decree 139, and human resource development and results-based health services improvement in the central provinces. The program will focus on improving the quality and affordability of primary health care for the poor and vulnerable in six coastal provinces. The components include (i) performance-based strengthening of provincial health systems in the central region; (ii) development of financing mechanisms to make health care more affordable for the poor; (iii) human resource development; and (iv) strengthening MOH capacity for health system development and aid coordination.

**Consulting Services:** Consulting services yet to be determined.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Beginning of Fact-finding Mission: June 2006.

**Recruitment of Consultants:** Recruitment of consulting services to be determined during Fact-finding Mission.

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**E.2: Project Name** : **Ho Chi Minh City Metro Rail System (METRAS)**  
**Project No.** : VIE 39500-01  
**Executing Agency** : People's Committee  
Contact: Mr. Nguyen Viet Son, Vice-Director  
Address: Public Works and Transportation Department  
Ho Chi Minh City  
Tel. No.: (844) 943-5124  
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E-mail: [hatd@hn.vnn.vn](mailto:hatd@hn.vnn.vn), [vtcc-xedien@hn.vnn.vn](mailto:vtcc-xedien@hn.vnn.vn)  
**TA Amount** : US\$ 750,000.00  
**Sector/Sub-sector** : Transport & Communications /Railways



**Objectives and Scope:**

The purpose of the project is to support the local economic development in HCMC by initiating the first stage of a mass transit transport system, that will improve urban livability due to constant urban degradation and traffic congestion, reduce traffic accidents, and improve the city's air quality.

**Consulting Services:** Consulting services yet to be determined.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Fact-finding Mission Completed: 31 March 2006.

**Recruitment of Consultants:** Requirements for consulting services to be completed during Fact-finding Mission.

**Project Officer** : Hubert M. Jenny  
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**E.3: Project Name** : **Hanoi Metro Rail System**  
**Project No.** : VIE 40080-01  
**Executing Agency** : People's Committee  
Contact: Mr. Ha Huy Quang, Director General, HATD  
Address: Hanoi Authority for Tram and Public Transport  
Development Management, Hanoi, Viet Nam  
Tel. No.: (848) 829-3860/0451  
Fax. No.: (848) 829-0458  
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**TA Amount** : US\$ 400,000.00  
**Sector/Sub-sector** : Transport & Communications /Railways

**Objectives and Scope:** The purpose of the metro project is to support continued economic development in Hanoi by setting in place the first stage of a mass transit transport system within an integrated urban transport framework, that will reduce urban degradation caused by traffic congestion, reduce traffic accidents, and improve the city's air quality.

**Consulting Services:** Consulting services yet to be determined.

**Environmental Assessment:** To be determined.

**Project Processing Stage:** Beginning of Fact-finding Mission: September 2006.

**Recruitment of Consultants:** Requirements for consulting services to be completed during Fact-finding Mission.

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